



Connectivity, Equipment and Filtering Tenders for the Bath & Wells  
Multi Academy Trust 2020



## Invitation to Tender for connectivity services & hardware for the Schools of the Bath & Wells Multi Academy Trust.

### Introduction

The Bath & Wells Multi Academy Trust's internal ICT team are implementing and developing cloud based solutions across its 33 schools, removing local servers, minimising support costs and encouraging educators to deliver excellent Teaching and Learning by providing the latest technologies and systems at home and in

As a result, the Bath & Wells Multi Academy Trust's requirement for bandwidth and reliable connectivity in Schools is increasing at a time of budget constraint. The Trust are looking to build a solution to give resilience, speed and reliability to its Telecoms and Broadband connectivity whilst keeping costs and management/reporting under control.

The Trust are open to different and require modern solutions, and as part of this we have segregated connectivity, firewalling and filtering into separate tenders - we invite you to bid for the all lots below that are applicable to your business, detailing your design approach and deployment.

This approach allows us to assess the market and technologies effectively and combine the best offerings into a solution for our schools.

### Tenders

We are procuring services using three separate Tenders. Parties are welcome to bid for all tenders based on their ability to provide solutions.

#### **Tender 1: Connectivity**

SLA backed FTTC, FTTP or leased line internet connectivity for 30 schools including P2P options.

#### **Tender 2: Routing & Firewalling**

SLA backed routing that allows inter site communication and hosted or distributed firewalls with direct VPN connectivity to Azure via either Azure's VPN service or proprietary VPN solutions.

Professional services for initial configuration and ongoing support.

### **Tender 3: Filtering & Monitoring of Internet Use**

Filtering and monitoring solutions with role based access control and centralised reporting. Ongoing support.

#### General Response Requirements

Each tender requires a separate response with pricing for lot displayed separately, using the templates included with each lot. If you are responding to more than one Tender you should copy and paste your generic responses.

Each response requires at least two references from other, similar sized customers.

#### Contractual Requirements

All responses should be based on a 3 year contract, with an additional 2 year extension by mutual consent that can be triggered at 2 years and 8 months. Tender 1 has some exceptions (EoFTTC/FTTC circuits will be bought on an annual basis and upgraded to FTTP where possible).

Tenders 2 and 3 are subject to a successful proof of concept implementation at two sites throughout the Trust (Oakhill and Churchfield) after which the Trust can choose to withdraw from the agreement – contracts should include a clause to allow the Trust or supplier to withdraw at the pilot stage and associated costs at this point.

#### Financial Standing

Each interested party's financial standing will be assessed as part of shortlisting.

#### Clarifications

Any interested party may clarify any part of the documentation. Clarifications will be issued to all interested parties.

## Timeline of Tenders & Awards

- August 6th 2020: Release of Tender Documents
- August 6<sup>th</sup> to August 26<sup>th</sup> 2020: Clarifications
- August 27<sup>th</sup> 2020: Deadline for responses to all 3 Tenders
- September 1<sup>st</sup> 2020: Shortlisting and Clarifications from Trust
- September 4<sup>th</sup>: Negotiations with shortlisted suppliers
- September 5<sup>th</sup>: Notifications of Award
- September 5<sup>th</sup> – 15<sup>th</sup> 2020: Schools make connectivity choices for Tender 1 and standstill period.
- September 15<sup>th</sup> 2020: Connectivity orders placed. PoC of Filtering & Firewalling implemented.
- September-December: Installations (All three projects managed by Trust ICT Manager).
- 1<sup>st</sup> Jan 2021: Go live for Connectivity, Firewalling & Filtering tenders.